

THE MAGAZINE FOR LEADING CONSTRUCTION EXECUTIVES

USBuildersReview

Building Solid
Relationships

**W.B. Kibler
Construction
Company Ltd.**

A Leader in
Collaborative Electrical
Construction

**Robert Ford
Electric
Company**

Prioritizing Value
and Satisfaction

**Commonwealth
Construction
Corporation**

**C.E.G.
Construction**

Strengthening
Southern California's
Industrial Market
Cover Story Page 90



Photo Courtesy of Michael Stavrinos

www.usbuildersreview.com

Glass Incorporated Largest Glazing Company in the Southeast

Produced by Victor Martins & Written by Eric Gundberg

Some people are just naturally good at certain things, like Robert Smith, founder and owner of Glass Incorporated (Glass Inc.). Whenever in a position of authority or management at a glass and glazing facility, Smith has built that entity into an operation that rapidly overtakes its competition.

Smith briefly outlines his history in the industry as follows: "My father owned a glass company when I was growing up, and eventually ended up selling their company to Binswanger Glass, one of the South's largest glass companies. After I graduated from Mississippi State, I ironically ended up getting a job with Binswanger. They moved me to down to New Orleans where I started working on big commercial projects for them. Eventually they moved me back to Meridian, Miss. In time, I found myself working for Mississippi Paint & Glass. I was in their contract glazing department and soon became president. Within 10 years, I had grown it into the largest glazing company in the state. Later in 1999, I launched Glass Incorporated in Meridian. Within a couple of years, we overtook Mississippi Paint & Glass, and became one of the largest glass and glazing companies in the Southeast."

Front-page Handiwork

Glass Inc. employs roughly 75 personnel and has expanded its operations to include branch offices in Gulfport, Miss., and Foley, Ala. Smith says that one of the reasons for the company's quick rise can be explained by the people who work for him, and the work that they do. "The quality of our installations is well known across the Southeast. We've worked on a number of high-profile projects that have made the front page of several industry publications."

Smith says that the majority of his staff is comprised of people who have been in the industry for a long time, and therefore, know what they are doing. "We have experience that is unmatched anywhere in the South," boasts Smith. "When I send a super to a high-rise project, he's already been doing them for 25 years."


Glass Inc. offers its client's a wide variety of services. It has a new construction and service division at all of the company's locations. Glass Inc.'s service department will routinely complete projects as minor as changing a pane of glass in a private residence, or provide repair and replacement services to stores and malls. Smith says that 90 percent of the company's work comes from commercial clients. "We've worked on some of the biggest projects in the South. We offer glazing systems from a number of manufacturers and we fabricate them into storefronts and curtain walls to fit all types of buildings," explains Smith.



Shimmering Turquoise and More

The company received a lot of press and awards for its work on one of Alabama's newest residential towers, the Turquoise Place Condos. The imposing 400-unit project consists of two towers that are encased in shimmering turquoise glass. Previous construction projects had limited condominium developments to 14 stories, but the Turquoise Place project shattered that limitation with a 24-story and 32-story tower. The individual units range from 2,400 square feet to 5,900 square feet with unparalleled views of the Gulf of Mexico.

"The Turquoise Place project was one of the most unique and biggest projects that we have ever worked on," recalls Smith.



Proud Partner with
Glass Incorporated for
over 10 years.

**COMMUNITY
BANKSM**


www.communitybank.net

“There was a straight run of glass on the entire building and every elevation was a segmented radius. It was challenging, but a great project.”

The company’s work can also be found at the Golden Moon Casino in Philadelphia, Miss. “The Golden Moon project was for the Choctaw Indians, it’s a building that looks like a spiral staircase with a big moon on it,” says Smith. He is also proud to note that when executives from Foxwoods Resort and Casino, the largest casino in the world, which is located in Connecticut, saw some work the company had completed on a wine tower. Foxwoods contracted Glass Inc. to fly up north to reproduce the work.

Bright Future

The company’s future in the industry is secure, as Smith reveals that his two sons work at Glass Inc., and are working their way up the corporate ladder. “My son, Robert B. Smith III, works out of our Gulfport office and has over 10 years of experience. He started as a helper on a truck and worked his way from helper, to lead man and then citer service sales. My other son, Justin Smith, just graduated from Mississippi State and is learning the business from the estimating side.”



AGC
BEYOND GLASS™

AGC helps you achieve success through a global network of the most innovative technology in the industry. We meet your specific regional needs and deliver direct or through a proven system of fabricators.

©2011 AGC Glass Company North America, Inc. All rights reserved.

Twenty-four years ago, the relationship between Glass Inc. and AGC was founded based on respect and a simple handshake. That respect and loyalty has grown into a strong business relationship for all involved. AGC is honored to be a Glass Inc. partner and wishes them many more years of success.

AGC
BEYOND GLASS™

One could say that Robert Smith is somewhat like the King Midas of the glazing industry. Every company he works for rises to the top. If Smith’s sons are anything like their father, employees at Glass Incorporated will be continuing to complete iconic projects across the Southeast for a long time to come. •